12/19/86 A8720-5

POTASH & PHOSPHATE INSTITUTE

2801 Buford Hwy. N.E.
Suite 401
Atlanta, GA 30329-2199
Phone 404-634-4274
Telex 353965 PPI ATL

For Immediate Release
PRESS RELEASE

E--273
December 1986

POTASH SALES

JULY-SEPTEMBER QUARTER, 1986

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,235,332 tons of product containing an equivalent 1,939,187 tons K_2O during the period July-September 1986 according to the Potash & Phosphate Institute. This was a slight increase over the preceding July-September period.

EXPORTS to other countries were 872,053 tons K_2O, an increase of more than 40%.

TOTAL AGRICULTURAL SALES (including exports) were 1,843,275 tons K_2O, an increase of about 1%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 929,597 tons K_2O, a decrease of around 20%. In addition 76,357 tons K_2O were imported into the United States from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 54,025 tons K_2O, a decrease of 11%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 95,912 tons K_2O, a decrease of 15%.

#####

MEMBERS • Agrico Chemical Company • Chevron Chemical Company • Cominco Chemicals & Fertilizers, A Division of Cominco American Incorporated • Conserv Inc • Freeport Minerals Company • Great Salt Lake Minerals & Chemicals Corporation • International Minerals & Chemical Corporation • Kalium Chemicals • Mississippi Chemical Corporation • Potash Company of America • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc

POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JULY - SEPTEMBER QUARTER 1986 AND 1985 E--273

(K_2O TONS)

	JUL - SEP 1986	JUL - SEP 1985
AGRICULTURAL		
UNITED STATES		
Standard Muriate	75,887	74,794
Coarse Muriate	500,392	620,588
Granular Muriate	291,770	361,586
Soluble Muriate	38,562	74,156
Sulphates	22,986	24,659
* TOTAL UNITED STATES	929,597	1,155,783
CANADA		
Standard Muriate	65	3,574
Coarse Muriate	26,814	17,158
Granular Muriate	26,049	36,958
Soluble Muriate	806	1,238
Sulphates	291	1,837
TOTAL CANADA	54,025	60,765
** EXPORTS		
Standard Muriate	504,883	361,997
Coarse Muriate	93,412	29,057
Granular Muriate	205,569	154,034
Soluble Muriate	32,041	32,397
Sulphates	23,748	32,048
TOTAL EXPORTS	859,653	609,533
TOTAL AGRICULTURAL	1,843,275	1,826,081
NON-AGRICULTURAL		
UNITED STATES		
Muriate	55,157	62,899
Soluble Muriate	24,180	29,791
Sulphates	548	640
TOTAL UNITED STATES	79,885	93,330
CANADA		
Muriate	3,115	5,093
Soluble Muriate	417	1,424
Sulphates	95	49
TOTAL CANADA	3,627	6,566
EXPORTS		
Muriate	1,247	951
Soluble Muriate	11,139	11,915
Sulphates	14	0
TOTAL EXPORTS	12,400	12,866
TOTAL NON-AGRICULTURAL	95,912	112,762
GRAND TOTAL	1,939,187	1,938,843
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	72,949	24,176
Sulphate of Potash	3,408	2,772
TOTAL IMPORTS	76,357	26,948

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.